

**Investment objective (summary of investment policy)**

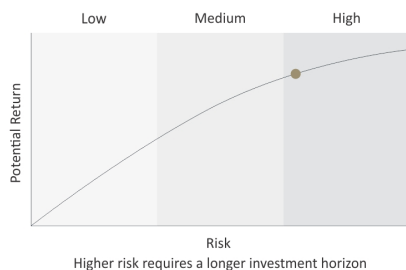
The PSG Flexible Fund's objective is to achieve superior medium- to long-term capital growth by investing in selected sectors of the equity, gilt and money markets, both locally and abroad. The fund has a flexible asset allocation mandate and equity exposure will be varied based on opportunity. The fund can invest up to 100% in equities of which up to 30% can be invested in foreign equity and may include listed and unlisted financial instruments (derivatives) in its portfolio. The selected sectors of the equity portion of the portfolio will change from time to time in accordance with changing market conditions and economic trends.

**Who should consider investing?**

**Fund specific risks:** The fund sits within the upper half of the risk/reward spectrum. Investors should be comfortable with fluctuations in stock markets and interest rates. The risk of short-term monetary loss is high. The portfolio is exposed to equity as well as default and interest rate risks. Interest rate risk is the risk that the value of fixed income investments tends to decrease when interest rates and/or inflation rises. Default risk is where the issuers of fixed income instruments may not be able to meet interest or capital repayments. Where derivatives are used, it may increase overall risk by magnifying the effect of both gains and losses and may lead to large financial losses. Property shares may be included in the portfolio which can carry the same risk as investing directly in real estate and is subject to economic and political conditions, interest rates and tax considerations. Investing in foreign securities may be subject to risks pertaining to overseas jurisdictions and markets, including (but not limited to) local liquidity, macroeconomic, political, tax, settlement risks and currency fluctuations. Changes in the relative values of different currencies may adversely affect the value of investments and any related income.

This fund is suitable for investors who:

- want exposure to the equity market, but with managed risk levels
- aim to build wealth
- are willing to accept potential capital loss
- have a medium- to long-term investment horizon of five years and longer

**Risk/reward profile**

**Fund details**

|                                  |   |
|----------------------------------|---|
| Inception date                   | 2 November 1998                               |
| Fund manager                     | Shaun le Roux, Mikhail Motala and Paul Bosman |
| Fund size (ZAR)                  | R 15 046 901 502                              |
| Latest distribution (cpu)        | 7.68c ; 3.14c                                 |
| Bi-annual distribution           | 31 Aug 18 ; 28 Feb 18                         |
| ASISA sector                     | South African - Multi Asset - Flexible        |
| Benchmark                        | Inflation + 6%                                |
| Minimum investment               | As per the platform minimum                   |
| Number of units                  | 1019881310                                    |
| Price (net asset value per unit) | R5.23   |

Regulation 28 compliant No

**To invest**

Speak to your financial adviser.

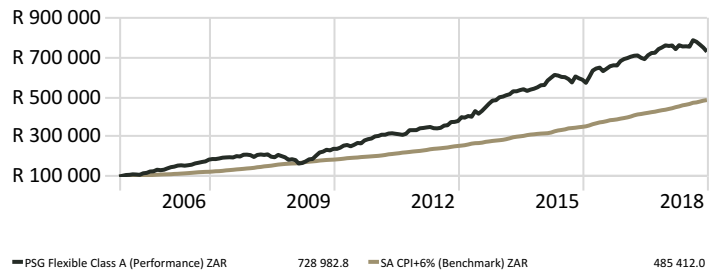
Cut-off time for daily transactions are determined by investment platforms.

**Year-to-date (YTD) performance (%)**

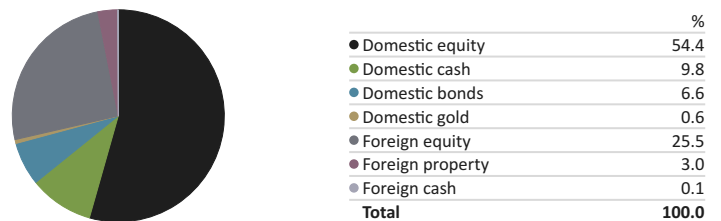
|        |                            |
|--------|----------------------------|
|        | YTD<br>(not<br>annualised) |
| Return | -4.16                      |

**Cumulative long-term performance**

Time Period: 11/01/2004 to 12/31/2018



Value of notional R100,000 invested on 11/1/2004 with all distributions reinvested on reinvestment date after fees. Investment performance is for illustrative purposes only.

**Asset allocation/investment exposure**


There may be slight differences in the totals due to rounding.

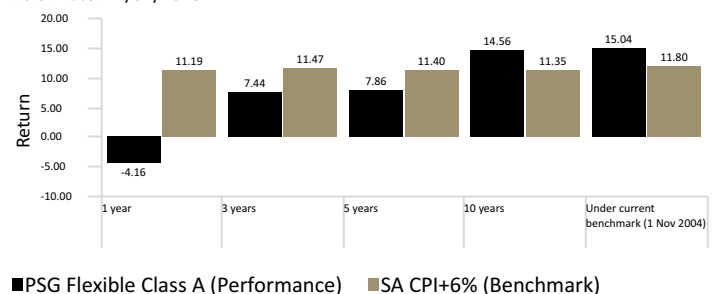
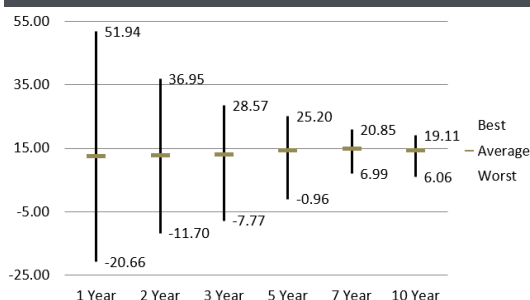
**Top ten equity holdings (%)**

As of Date: 12/31/2018

|                                 |     |
|---------------------------------|-----|
| Brookfield Asset Management Inc | 5.2 |
| Old Mutual Ltd                  | 4.9 |
| Discovery Ltd                   | 4.5 |
| Japan Post Insurance Co Ltd     | 4.2 |
| Glencore plc                    | 4.1 |
| Super Group Ltd                 | 2.8 |
| AECI Ltd                        | 2.6 |
| Resona Holdings Ltd             | 2.3 |
| Sun International Ltd           | 2.3 |
| Absa Bank Ltd                   | 2.2 |

**Annualised returns % (after fees)**

As of Date: 12/31/2018


**Rolling returns (%)**


This chart shows you how the performance can vary over time. It is an indication of the distribution of historical rolling returns from the portfolio over each rolling 12-month period.

### What is a total expense ratio?

The Total Expense Ratio (TER) is the annualised percentage of the Fund's average assets under management that has been used to pay the Fund's actual expenses over the past three years. This percentage of the average Net Asset Value (NAV) of the portfolio was incurred as charges, levies and fees related to the management of the portfolio. A higher TER ratio does not necessarily imply a poor return, nor does a low TER ratio imply a good return. The current TER cannot be regarded as an indication of future TERs. Part of the Annual Management Fee is payable to the financial intermediary. The sum of the TER and transaction costs is shown as the Total Investment Charge. Since Fund returns are quoted after the deduction of these expenses, the TER and transaction costs should not be deducted again from published returns.

### Fees

A schedule of fees and charges and maximum commissions is available on request from PSG Collective Investments (RF) Limited. Commission and incentives may be paid and, if so, are included in the overall costs. Different classes of participatory interest can apply to these portfolios and are subject to different fees, charges and possibly dividend withholding tax and will thus have differing performances. Adviser fees are negotiated between the client and adviser and is distinct from the other fees on this document.

### Performance fee

The fund's daily net asset value per share (NAV) is compared to the fund's High Water Mark (HWM highest NAV achieved) daily. Where the fund's NAV is greater than the HWM, a performance fee equal to 7% (excl. VAT) of the outperformance is levied. The performance fee is accrued in the unit price daily and collected monthly. No performance fees are charged if the fund NAV is lower than the HWM NAV. The performance fee is uncapped with a since inception High Water Mark.

|  |  |
|--|--|
| <b>Base fee</b>                            | 1% (excl.VAT)  |
| <b>Performance fee example at HWM</b>      | 1.84% (excl.VAT)   |
|  | Assuming the fund achieves a benchmark before performance fees (assume inflation at 6% therefore benchmark return of 12%), the performance fee will be 7% of 12% i.e. 0.84% (excl.VAT) |
| <b>Fee hurdle</b>                          | High Water Mark  |
| <b>Sharing ratio</b>                       | 7% (excl.VAT)  |
| <b>Minimum fee</b>                         | 1% (excl.VAT)  |
| <b>Maximum fee</b>                         | Uncapped, with a since inception High Water Mark the fund's highest total TER since inception of TER was 3.55% (incl.VAT) per annum  |
| <b>Total Expense Ratio (TER) (3 years)</b> | <b>1.87% (incl.VAT)</b>  |

Frequently Asked Questions on Performance Fees are available on the website [www.psg.co.za/asset-management/Performance-Fee-Frequently-Asked-Questions](http://www.psg.co.za/asset-management/Performance-Fee-Frequently-Asked-Questions).

### Disclaimer

Collective Investment Schemes in Securities (CIS) are generally medium to long-term investments. The value of participatory interests (units) or the investment may go down as well as up and past performance is not a guide to future performance. Fluctuations or movements in the exchange rates may cause the value of underlying international investments to go up or down. CIS are traded at ruling prices and can engage in borrowing and scrip lending. The portfolio may borrow up to 10% of its market value to bridge insufficient liquidity. Where foreign securities are included in a portfolio, the portfolio is exposed to risks such as potential constraints on liquidity and the repatriation of funds, macroeconomic, political, foreign exchange, tax, settlement and potential limitations on the availability of market information. The portfolios may be capped at any time in order for them to be managed in accordance with their mandate. Excessive withdrawals from the portfolio may place the portfolio under liquidity pressures and in such circumstances a process of ring-fencing of withdrawal instructions and managed payouts over time may be followed. PSG Collective Investments (RF) Limited does not provide any guarantee either with respect to the capital or the return of the portfolio. Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided.

### Performance

All performance data for a lump sum, net of fees, include income and assumes reinvestment of income on a NAV to NAV basis. Annualised performances show longer term performance rescaled over a 12 month period. Individual investor performance may differ as a result of initial fees, the actual investment date, the date of reinvestment and dividend withholding tax. Performance is calculated for the portfolio and individual investor performance may differ as a result thereof. The portfolio is valued at 15h00 daily. Income distributions are net of any applicable taxes. Actual annual figures are available to the investor on request. Prices are published daily and available on the website [www.psg.co.za/asset-management](http://www.psg.co.za/asset-management) and in the daily newspapers. Figures quoted are from Morningstar Inc.

### Pricing

Forward pricing is used. Unit trust prices are calculated on a net asset value (NAV) basis, which is the market value of all assets in the portfolio including income accruals less permissible deductions divided by the number of units in issue.

### Total investment charge

Total Investment Charge annualised for the period 1/1/2016 to 31/12/2018

|  |             |
|--|-------------|
| <b>Total Expense Ratio % (incl. VAT)</b>                 | <b>1.87</b> |
| <i>Annual Management Fee % (incl. VAT)</i>               | 1.15        |
| <i>Other costs excl. transaction costs % (incl. VAT)</i> | 0.02        |
| <i>Transaction costs % (incl. VAT)</i>                   | 0.28        |
| <i>Performance Fee % (incl. VAT)</i>                     | 0.70*       |
| <b>Total Investment Charge % (incl. VAT)</b>             | <b>2.15</b> |

\*The Performance Fee of 7% (excl. VAT) of the outperformance of the high water mark.

### Total investment charge

Total Investment Charge annualised for the period 1/1/2018 to 31/12/2018

|  |             |
|--|-------------|
| <b>Total Expense Ratio % (incl. VAT)</b>                 | <b>1.51</b> |
| <i>Annual Management Fee % (incl. VAT)</i>               | 1.15        |
| <i>Other costs excl. transaction costs % (incl. VAT)</i> | 0.02        |
| <i>Transaction Costs % (incl. VAT)</i>                   | 0.29        |
| <i>Performance Fee % (incl.VAT)</i>                      | 0.34*       |
| <b>Total Investment Charge % (incl. VAT)</b>             | <b>1.80</b> |

\*The Performance Fee of 7% (excl. VAT) of the outperformance of the high water mark.

### Transaction costs

Transaction costs are shown separately and are a necessary cost in administering the Financial Product and impacts Financial Product returns.

Transaction costs should not be considered in isolation as return may be impacted by many other factors over time including market returns, the type of Financial Product, the investment decisions of the investment manager and the TER.

### Company details

PSG Collective Investments (RF) Limited is registered as a CIS Manager with the Financial Sector Conduct Authority, and a member of the Association of Savings and Investments South Africa (ASISA) through its holdings company PSG Konsult Limited. The management of the portfolio is delegated to PSG Asset Management (Pty) Ltd, an authorised Financial Services Provider under the Financial Advisory and Intermediary Services Act 2002, FSP no 29524. PSG Asset Management (Pty) Ltd and PSG Collective Investments (RF) Limited are subsidiaries of PSG Konsult Limited. PSG Collective Investments (RF) Limited can be contacted on +27(21) 799 8000; (toll free) 0800 600 168, via email [assetmanagement@psg.co.za](mailto:assetmanagement@psg.co.za).

### Conflict of interest disclosure

The Fund may from time to time invest in a portfolio managed by a related party. PSG Collective Investments (RF) Limited or the fund manager may negotiate a discount in fees charged by the underlying portfolio. All discounts negotiated are reinvested in the Fund for the benefit of the investors. Neither PSG Collective Investments (RF) Limited nor PSG Asset Management (Pty) Ltd retains any portion of such discount for their own accounts. The fund manager may use the brokerage services of a related party, PSG Securities Ltd.

### Trustees

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### Additional information

Additional information is available free of charge on the website [www.psg.co.za/asset-management](http://www.psg.co.za/asset-management) and may include publications, brochures, forms and annual reports.

### Current context

2018 was a tough year for most investors. After a ‘Ramaphoric’ start, the JSE experienced its worst year since the global financial crisis. Market sentiment swayed as South Africa’s economic reality set in and, compounded by investor aversion towards emerging markets in general, the FTSE/JSE All Share Index ended the year 9% down in rand terms. The rand, having rallied to R11.50 against the US dollar, was trading at R14.35 at year end. Generally, developed markets also disappointed, and while the US largely managed to buck this trend, ongoing uncertainty about trade relations with China and a series of interest rate hikes by the US Federal Reserve spurred market jitters. The S&P 500 closed the year on \$2 506.85, down from \$2 673.61 on 1 January 2018, after a sharp sell-off in the final quarter.

### Our perspective

While it may feel uncomfortable or even frightening, times like these – clouded by fear and uncertainty – tend to present the best investment opportunities. As Warren Buffett once said, “Every decade or so, dark clouds will fill the economic skies, and they will briefly rain gold. When downpours of that sort occur, it’s imperative that we rush outdoors carrying washtubs, not teaspoons.”

We believe that South Africa currently offers a standout investment opportunity. While rolling five-year returns of the FTSE/JSE All Share Index to December 2018 have only been poorer on four occasions over the past 40 years, three-year annualised returns following previous low points averaged around 24%. Furthermore, starting yields in both the fixed income and equity markets are high. 20-year government bonds are offering yields of around 10%, and the domestic-facing companies our portfolios currently hold are, on average, trading at price-earnings ratios of 8 to 9 times. This has created the opportunity for strong potential returns in future.

Similarly, we continue to find value in selected global counters. While overall market valuations remain elevated when compared to history despite recent declines, there continue to be pockets characterised by fear and uncertainty. Here, low prices and low expectations have resulted in quality assets trading at wide margins of safety. A few examples include Brookfield Asset Management, Japan Post Insurance, L Brands and The Mosaic Company; companies our portfolios have held for some time and which we still believe offer attractive return prospects.

### Portfolio positioning

Equity exposure increased in 2018 as the market sell-off presented opportunities: domestic equities increased from 52.6% as at end December 2017 to 54.4% at the end of 2018, while global equities and property increased from 17.3% to 28.5%. Our preference remains for above-average quality businesses trading at wide margins of safety, and preferably on low levels of earnings. This combination increases the likelihood of favourable long-term returns. The fund also bought long-dated South African government bonds in 2018 on account of the attractive real yields and our expectations of equity-like returns from these securities. The R2037 bond represents 6.6% of portfolio value.

Because of these purchases, cash levels reduced to 9.9%. We view this as healthy firepower that we can employ if further market disruption occurs.

### Changes in portfolio positioning

| Q3 2018               |       | Q4 2018           |       |
|-----------------------|-------|-------------------|-------|
| Domestic equity       | 47.0% | Domestic equity   | 54.4% |
| Domestic cash         | 16.7% | Domestic cash     | 9.8%  |
| Domestic gold         | 0.7%  | Domestic gold     | 0.6%  |
| Domestic bonds        | 6.2%  | Domestic bonds    | 6.6%  |
| Domestic property     | 0.7%  | Domestic property | 0.0%  |
| Foreign cash and gold | 0.1%  | Foreign cash      | 0.1%  |
| Foreign equity        | 25.6% | Foreign equity    | 25.5% |
| Foreign property      | 3.0%  | Foreign property  | 3.0%  |

*There may be slight differences in the totals due to rounding.*

All data as per Bloomberg to 31 December 2018.